

Message Text

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PAGE 01 PORT M 00285 110113Z
ACTION EB-08

INFO OCT-01 EA-09 ISO-00 FAA-00 DOTE-00 TRSE-00 CIAE-00

INR-07 NSAE-00 /025 W

-----110127Z 116121 /73

P 100600Z MAR 77
FM AMEMBASSY PORT MORESBY
TO SECSTATE WASHDC PRIORITY 2133
USDOC WASHDC PRIORITY

UNCLAS PORT MORESBY 0285

STATE FOR JAMES GORDON EB/OA/DB

USDOC FOR RANDY MYERS BDC

E.O. 11652: NA
TAGS: ETRD BEXP
SUBJ: ECONOMIC ALERT-POSSIBLE SALE OPPORTUNITY FOR USED
BOEING 707-338C

1. AIR NIUGINI IS INTERESTED IN PURCHASE OF USED BOEING
707-338C. THIS WILL BE ITS SECOND 707.

2. BACKGROUND: AIR NIUGINI PURCHASED ORIGINAL 707 FROM
QANTAS LAST YEAR AND HAD EXPECTED TO PURCHASE SECOND
PLANE FROM THEM IN NEXT FEW MONTHS. EMBASSY MADE CONTACT
WITH GENRAL MANAGER OF AIR NIUGINI WHO EXPRESSED WILLINGNESS
TO RECEIVE OFFERS FROM US, BUT STATED HE BELIEVED QANTAS
WOULD OFFER BEST DEAL. HIS MAIN LINE OF REASONING WAS THAT
PNG AIRLINE REGULATIONS ARE SAME AS AUSTRALIA'S. HE FELT
AIRPLANES OPERATED BY AMERICAN CARRIERS WOULD NEED UPGRADING
HOWEVER IN PAST WEEK QANTAS INFORMED AIR NIUGINI THEY MAY
NOT HAVE 707 TO SELL. DETAILS AS TO PROBLEM ARE UNKNOWN
AT THIS TIME. QANTAS SOLD FIRST B707-338C FOR APPROX
US \$SIX MILLION WHICH INCLUDED REFURBISHINGS, A SPARE
ENGINE AND CONSIDERABLE QUANTITY OF SPARE PARTS.

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3. PARTICULARS: AIR NIUGINI IS LOOKING FOR A DEAL SIMILAR
TO ITS LAST ONE. THEY WOULD LIKE DELIVERY OF PLANE BY
MID-YEAR. EMBASSY IS SENDING AIRCRAFT SPECIFICATIONS
BY POUCH. INTERESTED PARTIES SHOULD CONTACT:

MR BRIAN GREY

GENERAL MANAGER
AIR NIUGINI
ANG HOUSE, HUNTER STREET
PORT MORESBY, PAPUA NEW GUINEA
TELEPHONE: 242 131
TELEGRAM: "AIRNIUGINI", P.O. BOX 84, PORT MORESBY
TELEX: NE 22177, NE 22158

4. SUGGESTIONS ON SALES APPROACH: SELLERS SHOULD BE
PREPARED TO SEND SALES REPRESENTATIVE TO PNG AS SOON AS
POSSIBLE. SALES PITCH SHOULD BE LOW-KEYED BUT COMPLETE.
AIR NIUGINI DOES NOT HAVE A BIG STAFF AND WILL WANT THE
PLANE DELIVERED READY TO GO WITH NO DETAILS LEFT OUT-
STANDING. SELLER MAY FIND SOME INITIAL RELUCTANCE BU
PERSISTENCE COULD BE REWARDED.

5. ACTION REQUESTED: STATE AND DOC SHOULD CONTACT POTENTIAL
SELLERS ASAP. EMBASSY WILL FORWARD SPECIFICATIONS BUT SELLERS
SHOULD NOT WAIT TO MAKE INITIAL CONTACT WITH AIR NIUGINI.
ADVISE FIRMS THAT EMBASSY COMMERCIAL OFFICER GARY
MAYBARDUK WILL BE HAPPY TO PROVIDE ALL ASSISTANCE
POSSIBLE. USDOC SHOULD ALSO CONSIDER PUBLISHING INFO
IN NEXT ISSUE OF COMMERCE AMERICA. EMBASSY WOULD
APPRECIATE 10 EXTRA COPIES IF INFO PUBLISHED.
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Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
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Concepts: AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Sent Date: 10-Mar-1977 12:00:00 am
Decapton Date: 01-Jan-1960 12:00:00 am
Decapton Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
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